

Message Text

UNCLASSIFIED

PAGE 01 NEW DE 02956 240552Z
ACTION NEA-10

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E.O. 11652: N/A
TAGS: BTRA, BEXP, IN
SUBJECT: NATIONAL MACHINE TOOL BUILDERS ASSOCIATION (NMTBA) INTEREST
IN INDIA
MACHINE TOOL MARKET

REF: (A) BOMBAY 0225 (B) USDOC 1252 (C) NEW DELHI 1208

1. MR. JOHN A. CONNOR, INTERNATIONAL TRADE DIRECTOR, NATIONAL MACHINE TOOL BUILDERS ASSOCIATION (NMTBA), MCLEAN, VIRGINIA VISITED INDIA IN EARLY FEBRUARY. MR. CONNOR CAME HERE TO GATHER FIRST-HAND INFO AND IMPRESSIONS OF INDIAN MACHINE TOOL INDUSTRY FOR NMTBA STUDY ASSSSING PROSPECTS FOR EXPORT OF US MACHINE TOOLS AND FOR JOINT COLLABORATIONS IN INDIA OVER NEXT THREE TO FIVE YEARS. HE WAS INTERES
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ED
PARTICULARLY IN MARKET FOR US MANUFACTURED NUMERICAL CONTROL AND MORE ADVANCED COMPUTERIZED NUMERICAL CONTROL MACHINE TOOL EQUIPMENT. CONNOR MET WITH A NUMBER OF INDIAN TRADE CONTACTS AND EMBASSY ASSISTED IN MAKING APPOINTMENTS WITH GOI OFFICIALS AND PRIVATE MANUFACTURERS OF MACHIE TOOLS.

2. CONNOR MENTIONED POSSIBILITY OF BRINGING A LEADING MACHINE TOOL
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CONSULTANT AND ONE OR TWO MEMBERS OF NMTBA TO INDIA IN FALL 1978 FOR MORE DETAILED LOOK AT INDIAN MACHINE TOOL REQUIREENTS. HE ALSO SPOKE OF ORGANIZING IN NMTBA TRADE MISSION TO INDIA IN FEBRUARY 1979 WHICH WOULD INCLUDE BETWEEN FIVE AND EIGHT FIRMS. EMBASSY SUPPORTS BOTH THESE NMTBA INITIATIVES.

3. IN COUNTRY COMMERCIAL PROGRAM FY--INDIA, WHICH IS PRESENTLY

BEING DRAFTED, WE ARE RECOMMENDING THAT ACTIVITIES PLANNED BY
NMTBA FOR INDIA BE SUPPORTED BY USDOC AND MISSION. WE BELIEVE
NMTBA IS DOING THOROUGH AND DETAILED ASSESSMENT OF THIS MARKET AND
THAT THEIR RECOMMENDATIONS FOR TRADE PROMOTION ACTIVITIES WILL BE
REALISTIC AND ATTUNED TO PROSPECTS IN INDIA.
GOHEEN

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Disposition Event:
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